

Fall 2005

Wisconsin

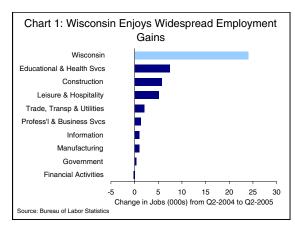
Wisconsin maintains healthy job growth.

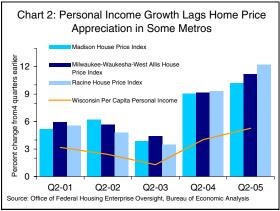
- Despite a declining labor force, Wisconsin continues to have a relatively low and declining unemployment rate, 4.6 percent compared with 5.0 percent for the nation, at second quarter 2005.
- Payroll employment grew by 24,000 jobs, or 0.9 percent, between second quarters 2004 and 2005. All major sectors experienced growth with the exception of finance, which was essentially unchanged. Professional and business services, which reported small losses in first quarter 2005, started to hire again (see Chart 1).
- Wisconsin consumers quickly felt the effects of the recent Gulf Coast hurricanes as higher gas prices took a larger share of their paychecks. Should energy prices remain elevated, some energy-dependent manufacturers (especially auto producers and suppliers) may see profit margins squeezed; farmers may see higher harvest and shipping costs; and, ultimately, consumers may alter their spending and travel habits. Still, other industries associated with building materials and construction likely will see demand for their products increase as rebuilding efforts commence in the affected areas.

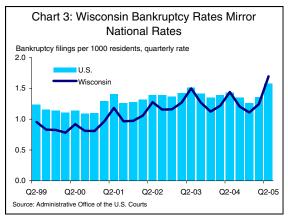
Home price appreciation lags the nation.

- Wisconsin's year-over-year growth in home prices at 9.5
 percent was below the national level of 13.4 percent at
 second quarter 2005. Relatively low population growth
 contributed to moderate price appreciation. Wisconsin's
 population growth has averaged 0.7 percent over the past
 five years, compared to a national level of 1 percent.
- Wisconsin's per capita personal income growth of 5.3
 percent in the year-ending second quarter 2005 paralleled
 the national trend and rate of 5.5 percent. However, house
 prices in the state continued to appreciate faster than
 personal income, a situation that suggests homes may
 become increasingly difficult for some consumers to
 purchase, especially in the Racine,

Milwaukee-Waukesha-West Allis, and Madison metropolitan areas (see Chart 2.) These three metros







posted double-digit home price growth and are driving Wisconsin's home price appreciation.

Household conditions are generally improving with some mixed results.

- Favorable employment conditions and improved personal income growth helped keep foreclosures below average. The quarterly percentage of loans in foreclosure over the past year has averaged 1.07 percent for Wisconsin compared to 1.14 percent nationally. Bankruptcies, which have been in line with or below the national level, edged above the national level at second quarter 2005 (see Chart 3).
- The percentage of Wisconsin residential mortgages loans originated by both bank and nonbank lenders that were past-due 90 days or more averaged 0.6 percent, compared with 0.9 percent nationally over the past year.

Community institution earnings performance improves slightly.¹

- The second quarter annualized return on assets for Wisconsin community institutions increased from second quarter a year ago due in large part to securities gains and a decline in provision expense, and despite a decrease in noninterest income (see Table 1). The potential for future securities gains should diminish if interest rates continue to rise.
- The net interest margin for community institutions increased slightly as the loan to asset ratio continues to grow, reaching 74.3 percent at second quarter 2005, the highest level in years and among the highest in the nation.

Asset quality improves, but commercial real estate (CRE) exposures warrant monitoring.

- The past-due and net charge-off rates for Wisconsin community institutions declined to 1.7 percent and 0.1 percent, respectively, at second quarter 2005. The major loan categories experienced declines in past-due rates. However, the smaller loan categories of home equity, construction, and multifamily real estate experienced moderate increases (see Chart 4). Declining delinquencies boosted loan loss reserve coverage of noncurrent loans to 156.5 percent at second quarter 2005.
- The loan mix for Wisconsin community institutions continues to shift from 1-4 family real estate loans to relatively higher risk CRE² loans. Over the past five years, 1-4 family real estate loans declined from 37 percent to 28 percent of total loans at second quarter 2005.

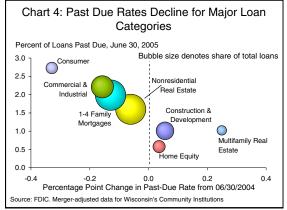
¹Community institutions are insured institutions with less than \$1 billion in assets, excluding new (less than three years old) and specialty banks. Data adjusted for merger activity.

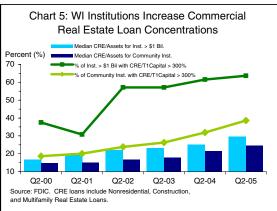
²CRE consists of multifamily residential real estate, construction, and nonresidential real estate.

Meanwhile, the share of CRE loans increased from 29 percent at mid-year 2001 to 40 percent as of mid-year 2005.

• Many Wisconsin institutions are increasingly growing their CRE loan portfolios (see Chart 5). Over the past five years, the percentage of institutions with exposures to CRE loans greater than 300 percent of Tier 1 capital has nearly doubled for both community institutions and large institutions, reaching a record 38.6 percent and 63.6.percent, respectively.

Table 1: Securities Gains Boosted Profitability Income statement contribution 3 months ended June 30 Point (percent of average assets) Change Net Interest Income 3.60 3.62 0.02 Noninterest Income 0.80 0.73 -0.07 Noninterest Expense -2.72 -2.71 0.01 Provision Expense -0.12 0.03 Security Gains & Losses 0.02 0.07 0.05 Pretax Net Income 1.55 1.59 0.04 0.01 Net Income (ROA) 1.13 1.18 0.05 Source: FDIC. Merger-adjusted data for Wisconsin's Community Institutions





Wisconsin at a Glance

ECONOMIC INDICATORS	Change from year a	ago unless noted)
ECONOMIC INDICATORS	Gilaliue II Olli Veal d	auo, unicoo noteu <i>i</i>

Total Nordrom Inform of Indiang Four quarter employment in parentheses 0.9% 1.2% 0.9% 1.0% 0.9% 0.0%	Employment Growth Rates	02-05	Q1-05	02-04	2004	2003	
Oher fono-manufacturing (Goods-Producing (SS)) 41% 3.3% 2.5% 1.8% 4.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.1% 1.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 4.2% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 5.5% 2.1% 5.5% 8.8% Multifornity butter permits 6.0% 5.5% 3.1% 7.9% 8.4% 4.8% <th< td=""><td></td><td>0.9%</td><td>1.2%</td><td>0.9%</td><td>1.0%</td><td>-0.3%</td></th<>		0.9%	1.2%	0.9%	1.0%	-0.3%	
Private Service Producting (GSS)	Manufacturing (18%)	0.2%	1.0%			-4.6%	
Comment	Other (non-manufacturing) Goods-Producing (5%)	4.1%	3.3%	2.5%	1.8%	-0.1%	
Denomplyment Rate (% of lobor force)	Private Service-Producing (63%)	1.0%	1.2%	1.7%	1.7%	1.1%	
Deba Indicators C2-05 C1-05 C2-04 C2004 C2005 C2-05		0.1%	0.8%	-1.2%	-0.2%	-0.5%	
Personal Income	Unemployment Rate (% of labor force)	4.6	4.8	5.0	5.0	5.6	
Single Family Home Permits 10.2% 5.7% 3.9% 5.7% 3.0% 2.11% 7.2% 2.2		02-05	Q1-0 5	02-04	2004	2003	
Mulfinary Equiliting Permits 112% 195% 30.81% 21.1% 72.2% Existing Home Solars 54.4% 1.35% 30.81% 21.1% 1.35% 0.45% 1.35% 0.45% 1.35% 0.45% 1.35% 0.45%	Personal Income	5.9%	6.0%	6.7%	5.4%	2.6%	
Existing Home Soles 5.4% 1.3% 1.27% 10.3% 0.4% 1.4% 1.27% 1.	Single-Family Home Permits	0.6%	-5.7%	-0.7%	1.5%	8.8%	
Existing Home Soles 5.4% 1.3% 1.27% 10.3% 0.4% 1.4% 1.27% 1.		10.2%	-19.5%	-30.8%	-21.1%	-7.2%	
Home Price Index	Existing Home Sales	5.4%	-1.3%	-12.7%	10.3%	0.4%	
SankING TRENDS Canal Information O2-05 O1-05 O2-04 2004 2003 2015 2	Home Price Index	9.5%	9.7%	7.9%	8.4%	4.7%	
Ceneral Information Q2-05 Q1-05 Q2-04 Q004 Q003 Institutions (#) 303 305 310 308 311 1094 1	Bankruptcy Filings per 1000 people (quarterly annualized level)	6.78	4.98	5.77	4.97	5.07	
Institutions (#) 303 305 310 308 311 1014 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 101,000 100,000							
Institutions (#) 303 305 310 308 311 1014 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 111,000 101,000 100,000	General Information	02-05	Q1-05	02-04	2004	2003	
Total Assets (in millions) 121,914 119,178 111,938 111,936 119,404 119,178 111,937 111,938 111,936 119,940 119,978 111,9		303				311	
New Institutions \$\pi < 3 \text{psec} 1		121,914	119,178	111,938	118,361	109,404	
Subchapter S Institutions 88 88 86 86 86 80 80 80		1	1	2	1	5	
Asset Quality Q2-05 Q1-05 Q2-04 2004 2008 Post-Due and Nonoccrual Loans / Total Loans (median %) 1.80 1.74 1.81 1.88 2.03 ALLI/Total Losns (median multiple) 1.68 1.64 1.56 1.72 1.34 Net Loan Losses / Total Loans (median multiple) 0.02 0.00 0.03 0.07 0.00 Return Losses / Total Loans (median %) 9.78 9.72 9.74 9.77 9.62 Return on Assets (median %) 1.98 1.92 9.74 9.77 9.62 Return on Assets (median %) 1.09 1.13 1.12 1.09 1.18 Net Interest Margin (median %) 4.00 3.98 3.99 3.98 3.94 Yield on Ecroning Assets (median %) 4.00 3.98 3.99 3.98 3.94 Yield on Ecroning Assets (median %) 0.08 0.09 0.01 0.11 0.13 Cost of Funding Earning Asset (median %) 0.08 0.09 0.01 0.11 0.13 Noinciterest (median		68	69	63	65	60	
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Net Loan Losses / Total Loans (median %) 0.02 0.00 0.03 0.07 0.09 Capital / Earnings 02-05 011-05 02-04 2004 2003 Tier I Leverage (median %) 9.78 9.72 9.52 Return on Assets (median %) 1.09 1.13 1.12 1.09 1.18 Pretux Return on Assets (median %) 1.52 1.52 1.50 1.47 1.58 Net Interest Margin (median %) 4.00 3.38 3.99 3.38 3.39 Yield on Earning Assets (median %) 6.03 5.78 5.55 5.60 5.86 Cost of Funding Earning Assets (median %) 2.00 1.81 1.60 1.65 1.91 Provisions to Avg. Assets (median %) 0.08 0.08 0.08 1.60 1.65 1.91 Provisions to Avg. Assets (median %) 0.57 0.62 0.62 0.52 0.57 0.71 Overhead to Avg. Assets (median %) 2.06 2.71 2.65 2.71 2.70 Liquidity / Sensitivity 02-05 01-05 0.02-04 2004 2003 Loans to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 1.90 18.1 16.3 17.1 15.2 Long-term Assets	ALLL/Total Loans (median %)	1.18	1.22	1.24	1.23	1.27	
Capital / Earnings Q2-05 Q1-05 Q2-04 Q004 Q003 Fier Leverage (median %) 9.78 9.72 9.74 9.77 9.52 Return on Assets (median %) 1.09 1.113 1.12 1.09 1.118 Pretox Return on Assets (median %) 1.52 1.52 1.50 1.47 1.58 Net Interest Margin (median %) 4.00 3.39 3.99 3.38 3.34 Yield on Earning Assets (median %) 6.03 5.78 5.55 5.60 5.86 Cost of Funding Earning Assets (median %) 2.00 1.81 1.60 1.65 1.91 Provisions to Avg. Assets (median %) 0.08 0.08 0.00 0.10 0.11 0.13 Noninterest Income to Avg. Assets (median %) 5.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Liquidity / Sensitivity 02-05 01-05 02-04 2004 2003 Loans to Assets (median %) 74.7 73.4 71.6 71.9 69.4 Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Lory etrem Asset to Assets (median %) 18.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (median % of these above) 5.0 4.5 3.9 4.3 3.3 Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial cond Industrial 88.2 86.9 93.0 85.6 91.8 Construction & Development 43.5 41.2 36.2 39.0 34.2 Commercial median & of Tier 1 Capital) 22-05 01-05 02-04 2004 2003 Commercial median & of Tier 1 Capital 22.78 22.75 22.38 23.1 22.2 Consumer 29.1 29.6 32.7 32.8 33.7 33.8 Asset Distribution 1.00 1.00 1.00 1.00 Asset Distribution 2.00 3.00 3.00 3.00 3.00 3.00 3.00 BANKING PROFILE Institutions in Distribution 0.00 1.00 1.00 1.00 1.00 Appleton, W 49 10.341 \$250 million to \$1 billion 0.00 3.96 3.00 3.	ALLL/Noncurrent Loans (median multiple)	1.69	1.64	1.56	1.72	1.34	
Tier Leverage (median %) 9.78 9.72 9.74 9.77 9.62 Return on Assets (median %) 1.09 1.13 1.12 1.09 1.18 Pretox Return on Assets (median %) 1.52 1.52 1.50 1.147 1.188 Net Inherest Margin (median %) 4.00 3.98 3.99 3.38 3.34 Yield on Earning Assets (median %) 6.03 5.78 5.55 5.60 5.86 Cost of Funding Earning Assets (median %) 0.08 0.08 0.10 0.11 0.13 Noninterest Income to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Liquidity / Sensitivity 02.05 01.05 02.04 2004 2004 Loans to Assets (median %) 1.81 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.80 1.81 1.80 1.85 1.91 Long-term Assets (median %) 1.81 1.80 1.85 1.91 Noncore Funding to Assets (median %) 1.81 1.80 1.81 1.80 1.81 Long-term Assets (median %) 1.81 1.80 1.81 1.80 1.81 Long-term Assets (median %) 1.81 1.80 1.81 1.80 1.81 Rokered Deposits (number of institutions) 1.81 1.80 1.81 1.80 1.81 Brokered Deposits (number of institutions) 1.85 1.84 1.85 1.37 Brokered Deposits (number of institutions) 1.85 1.84 1.85 1.37 Brokered Deposits (number of institutions) 1.85 1.84 1.84 1.85 1.37 Brokered Deposits (number of institutions) 1.85 1.84 1.84 1.85 1.37 Brokered Deposits (number of institutions) 1.85 1.84 1.84 1.85 1.37 1.85 Commercial and Industrial 1.80 1.81 1.80 1.81 1.81 1.81 1.81 1.81 1.81 1.81 Commercial Real Estate 2.80 2.80 3.90 3.42 3.3 3.42 3.3 3.43 3.3 3.43 3.3 3.43 3.3 3.43 3.3 3.43 3.3 3.3 3.3 3.3 3.3	Net Loan Losses / Total Loans (median %)	0.02	0.00	0.03	0.07	0.09	
Return on Assets (median %) 1.09 1.13 1.12 1.09 1.18 Pretax Return on Assets (median %) 4.00 3.98 3.99 3.98 3.94 Yield on Earning Assets (median %) 6.03 5.78 5.55 5.60 5.86 Cost of Funding Earning Assets (median %) 0.00 1.81 1.60 1.65 1.91 Provisions to Avg. Assets (median %) 0.07 0.62 0.62 0.59 0.71 Provisions to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 0.74 7.74 7.74 7.16 7.19 0.94 Noncore Funding to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 1.90 1.80 1.80 1.80 Brokered Deposits (number of institutions) 1.65 1.64 1.46 1.55 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.46 1.55 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.46 1.55 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.46 1.55 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.46 1.55 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.65 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.65 1.37 Brokered Deposits (number of institutions) 1.65 1.64 1.65	Capital / Earnings	02-05	Q1-05	02-04	2004	2003	
Return on Assets (median %) 1.09 1.13 1.12 1.09 1.18 Pretax Return on Assets (median %) 4.00 3.39 3.39 3.39 3.39 3.39 Yield on Earning Assets (median %) 6.03 5.78 5.55 5.60 5.86 Cost of Funding Earning Assets (median %) 0.00 0.18 1.60 1.65 1.91 Provisions to Aye, Assets (median %) 0.08 0.08 0.10 0.11 0.13 Noninterest Income to Aye, Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Aye, Assets (median %) 0.266 0.71 2.65 2.71 2.70 Liquidity / Sensitivity 0.205 0.105 0.204 2.004 2.003 Loans to Assets (median %) 1.18 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %) 18.1 16.3 17.1	Tier 1 Leverage (median %)	9.78	9.72	9.74	9.77	9.62	
Net Interest Margin (median %)	Return on Assets (median %)	1.09	1.13	1.12	1.09	1.18	
Vicid on Earning Assets (median %) 6.03 5.78 5.55 5.60 5.86 Cost of Funding Earning Assets (median %) 2.00 1.81 1.60 1.65 1.91 Provisions to Avg. Assets (median %) 0.08 0.08 0.10 0.11 0.13 Noninterest Income to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Liquidity / Sensitivity 0.206 0.10-5 0.204 2004 2003 Loans to Assets (median %) 14.7 73.4 71.6 71.9 69.4 Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long term Assets to Assets (median %) 19.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 16.5 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 16.5 1.0 4.6 1.3 3.3 3.3 3.3	Pretax Return on Assets (median %)	1.52	1.52	1.50	1.47	1.58	
Cost of Funding Earning Assets (median %) 2.00 1.81 1.60 1.65 1.91 Provisions to Avg. Assets (median %) 0.08 0.08 0.10 0.11 0.13 Noninterest Income to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Coverhead to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Liquidity / Sensitivity 02-05 01-05 02-04 2004 2003 Loans to Assets (median %) 74.7 73.4 71.6 71.9 69.4 Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %, call filers) 8.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (number of institutions) 8.8 86.9 93.0 85.6 91.8 Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial Real Estate 260.4 238.7 218.2 232.3 205.6 Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifamily Residential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Deposits Asset Distribution Institutions Milwaukee-Waukesha-West Allis, W 49 10,341 \$250 million to \$10 billion 235 (77.6%) 49.9 49.9 49.9 49.8 49.9 49.	Net Interest Margin (median %)	4.00	3.98	3.99	3.98	3.94	
Provisions to Avg. Assets (median %) 0.08 0.08 0.10 0.11 0.13 Noninterest Income to Avg. Assets (median %) 2.66 0.271 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Liquidity / Sensitivity 02-05 01-05 02-04 2004 2003 Loan to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %, call filers) 8.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (number of institutions) 165 0.45 3.9 8.4 9.7 Brokered Deposits to Assets (median % for those above) 5.0 4.5 3.9 4.3 3.3 Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial and Industrial 88.2 86.9 93.0 85.6 91.8	Yield on Earning Assets (median %)	6.03	5.78	5.55	5.60	5.86	
Noninterest Income to Avg. Assets (median %) 0.57 0.62 0.62 0.59 0.71 Overhead to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Liquidity / Sensitivity 02-05 01-05 02-04 2004 2003 Loans to Assets (median %) 74.7 73.4 71.6 71.9 69.33 Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %, call filers) 8.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (number of institutions) 5.0 4.5 3.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (number of institutions) 2.0 4.5 3.9 8.4 9.7 Brokered Deposits (number of institutions) 0.0 4.5 3.9 8.2 9.0 Commerci	Cost of Funding Earning Assets (median %)	2.00	1.81	1.60	1.65	1.91	
Overhead to Avg. Assets (median %) 2.66 2.71 2.65 2.71 2.70 Liquidity / Sensitivity Q2-05 Q1-05 Q2-04 2004 2003 Loans to Assets (median %) 74.7 73.4 71.6 71.9 69.4 Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long-term Assets to Assets (median %, call filers) 8.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (median % for those above) 5.0 4.5 3.9 4.3 3.3 Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial and Industrial 88.2 86.9 93.0 85.6 91.8 Commercial Real Estate 260.4 238.7 218.2 232.3 205. Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifamily Residential Real Estat	Provisions to Avg. Assets (median %)	0.08	0.08	0.10	0.11	0.13	
Liquidity / Sensitivity Q2-05 Q1-05 Q2-04 2004 2003 Loans to Assets (median %) 74.7 73.4 71.6 71.9 69.4 Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2 Long ferm Assets to Assets (median %, call filers) 8.0 8.5 9.9 8.4 9.7 Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits (number of institutions) 5.0 4.5 3.9 8.4 9.7 Brokered Deposits (number of institutions) 5.0 4.5 3.9 4.3 3.3 Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial Real Estate 260.4 238.7 218.2 232.3 205.6 Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifarmily Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate	Noninterest Income to Avg. Assets (median %)		0.62		0.59		
Doans to Assets (median %) 74.7 73.4 71.6 71.9 69.4	Overhead to Avg. Assets (median %)	2.66	2.71	2.65	2.71	2.70	
Noncore Funding to Assets (median %) 19.0 18.1 16.3 17.1 15.2	Liquidity / Sensitivity	02-05	Q1-05	02-04	2004	2003	
Long-term Assets to Assets (median %, call filers) 8.0 8.5 9.9 8.4 9.7	Loans to Assets (median %)	74.7	73.4	71.6	71.9	69.4	
Brokered Deposits (number of institutions) 165 164 146 155 137 Brokered Deposits to Assets (median % for those above) 5.0 4.5 3.9 4.3 3.3 Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial and Industrial 88.2 86.9 93.0 85.6 91.8 Commercial Real Estate 260.4 238.7 218.2 232.3 205.6 Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifarmity Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Market (\$million	Noncore Funding to Assets (median %)	19.0	18.1	16.3	17.1	15.2	
Brokered Deposits to Assets (median % for those above) 5.0 4.5 3.9 4.3 3.3	Long-term Assets to Assets (median %, call filers)	8.0	8.5	9.9	8.4	9.7	
Loan Concentrations (median % of Tier 1 Capital) 02-05 01-05 02-04 2004 2003 Commercial and Industrial 88.2 86.9 93.0 85.6 91.8 Commercial Real Estate 260.4 238.7 218.2 232.3 205.6 Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifamily Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Largest Deposit Markets Market (\$millions) Deposits Asset Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <250 million to \$10 billion	Brokered Deposits (number of institutions)	165	164	146	155	137	
Commercial and Industrial 88.2 86.9 93.0 85.6 91.8 Commercial Real Estate 260.4 238.7 218.2 232.3 205.6 Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifamily Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Market (\$millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 \$250 million to \$1 billion 57 (18.8%) Madison, WI 49 10,341 \$250 million to \$10 billion 57 (18.8%) Green Bay, WI 26 4,998 \$1 bill	Brokered Deposits to Assets (median % for those above)	5.0	4.5	3.9	4.3	3.3	
Commercial and Industrial 88.2 86.9 93.0 85.6 91.8 Commercial Real Estate 260.4 238.7 218.2 232.3 205.6 Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifamily Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Market (\$millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 \$250 million to \$1 billion 57 (18.8%) Madison, WI 49 10,341 \$250 million to \$10 billion 57 (18.8%) Green Bay, WI 26 4,998 \$1 bill	Loan Concentrations (median % of Tier 1 Capital)	02-05	Q1-0 5	02-04	2004	2003	
Construction & Development 43.5 41.2 36.2 39.0 34.2 Multifamily Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Market Deposits Markets Market (\$millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million to \$10 billion	Commercial and Industrial	88.2	86.9	93.0	85.6	91.8	
Multifamily Residential Real Estate 7.3 6.5 5.3 6.0 4.8 Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Deposits Asset Largest Deposit Markets Market (\$ millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 < \$250 million	Commercial Real Estate	260.4	238.7	218.2	232.3	205.6	
Nonresidential Real Estate 168.2 164.2 155.7 163.4 143.4 Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Deposits Asset Asset Largest Deposit Markets Milwaukee-Waukesha-West Allis, WI 61 38,461	Construction & Development	43.5	41.2	36.2	39.0	34.2	
Residential Real Estate 227.8 227.5 223.8 233.1 228.2 Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Deposits Asset Largest Deposit Markets Market (\$millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million	Multifamily Residential Real Estate	7.3	6.5	5.3	6.0	4.8	
Consumer 29.1 29.6 32.7 30.8 35.7 Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Institutions in Deposits Asset Largest Deposit Markets Market (\$ millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million	Nonresidential Real Estate	168.2	164.2	155.7	163.4	143.4	
Agriculture 34.0 32.0 35.1 32.0 35.0 BANKING PROFILE Largest Deposit Markets Institutions in Market Deposits (\$millions) Asset Milwaukee-Waukesha-West Allis, WI Madison, WI Madison, WI Green Bay, WI Appleton, WI 61 38,461 <\$250 million to \$1 billion to \$1 billion to \$7 (18.8%)	Residential Real Estate	227.8	227.5	223.8	233.1	228.2	
BANKING PROFILE Largest Deposit Markets Market (\$ millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million							
Largest Deposit Markets Market (\$ millions) Deposits Asset Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million	Agriculture	34.0	32.0	35.1	32.0	35.0	
Largest Deposit Markets Market (\$ millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million	BANKING PROFILE						
Largest Deposit Markets Market (\$ millions) Distribution Institutions Milwaukee-Waukesha-West Allis, WI 61 38,461 <\$250 million		Institutions in	Deposits				
Madison, WI 49 10,341 \$250 million to \$1 billion 57 (18.8%) Green Bay, WI 26 4,998 \$1 billion to \$10 billion 9 (3%) Appleton, WI 30 2,873 >\$10 billion 2 (0.7%)	Largest Deposit Markets	Market			Distribution	Institutions	
Madison, WI 49 10,341 \$250 million to \$1 billion 57 (18.8%) Green Bay, WI 26 4,998 \$1 billion to \$10 billion 9 (3%) Appleton, WI 30 2,873 >\$10 billion 2 (0.7%)	Milwaukee-Waukesha-West Allis, WI	61	38,461	-	<\$250 million		
Green Bay, WI 26 4,998 \$1 billion to \$10 billion 9 (3%) Appleton, WI 30 2,873 >\$10 billion 2 (0.7%)		49	10,341	\$250 n	\$250 million to \$1 billion		
Appleton, WI 30 2,873 >\$10 billion 2 (0.7%)		26	4,998	\$1 bi	\$1 billion to \$10 billion		
Racine, WI 18 2,462		30			>\$10 billion		
	Racine, WI	18	2,462				